

Retail Sales by Department Breakout – Fiscal 2018

CONSUMABLES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
680	Auto Accessories/Additives	\$1,717,412	0.30%	\$1,802,236	0.31%	-4.71%
595	Bath and Body	3,119,917	0.55%	4,003,114	0.69%	-22.06%
846	Batteries (Household)	1,769,126	0.31%	1,667,093	0.29%	6.12%
984	Beer and Ales	20,867,607	3.65%	21,549,364	3.69%	-3.16%
962	Beverages (Non-Alcoholic)	42,899,232	7.51%	42,486,585	7.28%	0.97%
541	Books	610,553	0.11%	670,950	0.12%	-9.00%
973	Candy	7,148,519	1.25%	7,096,041	1.22%	0.74%
992	Cigarettes (Electronic)	1,292,111	0.23%	296,736	0.05%	335.44%
836	Cleaning Supplies	9,158,740	1.60%	9,028,723	1.55%	1.44%
995	Consumables (Locally Purchased) (N/A)*	66,779	0.01%	-15,561	0.00%	-529.14%
961	Dry Grocery	27,551,546	4.82%	27,456,248	4.71%	0.35%
594	Estée Lauder Inc.	4,753,174	0.83%	5,262,584	0.90%	-9.68%
834	Gourmet Food/Candy	1,885,933	0.33%	2,060,902	0.35%	-8.50%
532	Greeting Cards	1,708,677	0.30%	1,832,799	0.31%	-6.77%
966	Grocery (Chilled)	13,445,841	2.35%	13,305,487	2.28%	1.05%
965	Grocery (Frozen)	6,841,015	1.20%	5,926,836	1.02%	15.42%
861	Hardware (General)	2,760,069	0.48%	2,776,696	0.48%	-0.60%

HARDLINES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
821	Appliances (Major)	\$537,228	0.09%	\$927,181	0.16%	-42.06%
815	Audio Electronics	16,887,807	2.96%	16,174,620	2.77%	4.41%
887	Barbecue Equipment	2,883,885	0.50%	3,061,225	0.52%	-5.79%
940	Bedding/Home Textiles	1,617,097	0.28%	1,678,885	0.29%	-3.68%
770	Beverageware	506,274	0.09%	547,038	0.09%	-7.45%
662	Candles	1,300,391	0.23%	1,369,049	0.23%	-5.02%
853	Communication	5,758,244	1.01%	5,240,455	0.90%	9.88%
850	Computers	22,650,609	3.96%	24,754,736	4.24%	-8.50%
851	Computers (Printers/Peripherals)	5,147,780	0.90%	5,223,950	0.90%	-1.46%
852	Computers (Software)	180,824	0.03%	204,786	0.04%	-11.70%
832	Cookware	892,471	0.16%	948,079	0.16%	-5.87%
760	Dinnerware/Flatware	414,183	0.07%	426,933	0.07%	-2.99%
932	Domestics (Locally Purchased)	22,102	0.00%	38,062	0.01%	-41.93%
826	Electrics (Small)	4,296,641	0.75%	4,707,065	0.81%	-8.72%
636	Exercise Equipment/Supplements	3,022,675	0.53%	3,131,556	0.54%	-3.48%
637	Fishing	574,169	0.10%	675,984	0.12%	-15.06%
838	Floor Care	1,818,669	0.32%	1,893,343	0.32%	-3.94%
781	Furniture (Accessories)	156,865	0.03%	212,121	0.04%	-26.05%
712	Furniture (Assembled Upholstery)	1,030,229	0.18%	1,578,710	0.27%	-34.74%
711	Furniture (Case Goods)	650,225	0.11%	1,131,598	0.19%	-42.54%
722	Furniture (Patio)	332,407	0.06%	549,124	0.09%	-39.47%
725	Furniture (Ready-to-Assemble)	163,253	0.03%	186,089	0.03%	-12.27%
881	Garden (Local) (N/A)*	78	0.00%	300	0.00%	-74.0%
796	Gifts	771,851	0.14%	937,300	0.16%	-17.65%

CONSUMABLES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
597	Health & Beauty Aids	27,639,214	4.84%	28,150,641	4.83%	-1.82%
592	L'Oréal Prestige	3,554,433	0.62%	3,517,145	0.60%	1.06%
540	Magazines and Maps	373,008	0.07%	469,809	0.08%	-20.60%
590	Mass Cosmetics/Fragrances	1,404,401	0.25%	1,466,057	0.25%	-4.21%
856	Paint/Wallpaper Supplies	73,586	0.01%	118,906	0.02%	-38.11%
845	Personal Care (Electric)	2,009,998	0.35%	2,029,677	0.35%	-0.97%
879	Pet Supplies	1,911,210	0.33%	2,144,301	0.37%	-10.87%
863	Power Tools and Accessories	166,403	0.03%	159,615	0.03%	4.25%
71	Prestige Cosmetics	3,737,276	0.65%	2,309,701	0.40%	61.81%
593	Prestige Fragrances	4,958,518	0.87%	5,180,530	0.89%	-4.29%
982	Spirits	25,345,541	4.44%	24,715,134	4.24%	2.55%
28	Sports Nutrition	13,736,880	2.40%	13,561,602	2.33%	1.29%
531	Stationery/Sundries	353,930	0.06%	348,934	0.06%	1.43%
530	Stationery Supplies	2,153,923	0.38%	2,302,776	0.39%	-6.46%
529	Green Reusable Bags	79,107	0.01%	78,103	0.01%	1.29%
991	Tobacco/Smoking	40,234,323	7.04%	43,337,376	7.43%	-7.16%
983	Wine	7,368,070	1.29%	7,716,232	1.32%	-4.51%
SUBTOTAL		\$282,696,072	49.47%	\$284,813,370	48.83%	-0.74%

HARDLINES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
797	Gifts/Home Décor (Local Purchase)	520,733	0.09%	444,893	0.08%	17.05%
994	Guns and Accessories	5,710,787	1.00%	6,845,314	1.17%	-16.57%
795	Home Décor	432,341	0.08%	429,051	0.07%	0.77%
833	Housewares (General)	2,183,079	0.38%	2,220,917	0.38%	-1.70%
882	Horticulture	781,245	0.14%	949,821	0.16%	-17.75%
884	Lawn and Garden	802,833	0.14%	1,014,126	0.17%	-20.83%
930	Linens and Rugs	220,125	0.04%	236,001	0.04%	-6.73%
661	Luggage	2,487,202	0.44%	2,505,498	0.43%	-0.73%
717	Mattresses	560,476	0.10%	1,087,615	0.19%	-48.47%
921	Organizers	1,577,617	0.28%	1,544,665	0.26%	2.13%
551	Photo	1,223,158	0.21%	1,391,253	0.24%	-12.08%
819	Pre-Recorded Audio/Visual	484,457	0.08%	723,908	0.12%	-33.08%
941	Sheets and Top-of-Bed Items	1,424,617	0.25%	1,366,958	0.23%	4.22%
638	Sporting Goods (General)	2,039,333	0.36%	2,069,346	0.35%	-1.45%
639	Sporting Goods (Team)	904,650	0.16%	885,512	0.15%	2.16%
54	Tactical Gear	16,195,602	2.83%	15,843,426	2.72%	2.22%
862	Televisions	9,377,796	1.64%	10,436,527	1.79%	-10.14%
931	Towels/Bath Accessories	2,125,163	0.37%	2,279,565	0.39%	-6.77%
640	Toys	3,349,748	0.59%	3,714,658	0.64%	-9.82%
646	Trim	1,218,801	0.21%	1,110,817	0.19%	9.72%
811	Video Equipment	3,253,157	0.57%	3,269,158	0.56%	-0.46%
854	Video Games	10,217,937	1.79%	8,384,750	1.44%	21.86%
634	Water Sports	586,266	0.10%	599,149	0.10%	-2.15%
645	Wheel Goods	824,327	0.14%	926,557	0.16%	-11.03%
SUBTOTAL		\$140,117,404	24.52%	\$145,877,674	25.01%	-3.95%

SOFTLINES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
472	1775 Program (Boys) (N/A)*	\$1,378	0.00%	\$66,153	0.01%	-97.92%
450	1775 Program (Girls) (N/A)*	2,360	0.00%	141,713	0.02%	-98.33%
422	1775 Program (Infants, Toddlers) (N/A)*	1,459	0.00%	69,460	0.01%	-97.90%
381	1775 Program (Men's)	394,725	0.07%	384,766	0.07%	2.59%
162	1775 Program (Missy)	519,817	0.09%	610,969	0.10%	-14.92%
497	Alexanders of London	681,923	0.12%	590,847	0.10%	15.41%
470	Baby Boy**	652,095	0.11%	743,164	0.13%	-12.25%
411	Baby Essentials**	790,973	0.14%	1,098,389	0.19%	-27.99%
440	Baby Girl**	751,711	0.13%	606,767	0.10%	23.89%
439	Baby Gear	529,198	0.09%	560,158	0.10%	-5.53%
430	Big Girls**	1,741,778	0.30%	392,544	0.07%	343.72%
460	Big Boys**	1,779,170	0.31%	420,718	0.07%	322.89%
469	Boys Furnishings/Accessories (N/A)*	10,374	0.00%	323,723	0.06%	-96.80%
210	Bras and Foundations	459,787	0.08%	486,817	0.08%	-5.55%
581	Bridge Jewelry	25,084	0.00%	20,843	0.00%	20.35%
486	Children's Footwear (Dress/Casual)	0	0.00%	1	0.00%	-100.00%
591	Coach (N/A)*	0	0.00%	418	0.00%	-100.00%
230	Daywear	391,682	0.07%	423,076	0.07%	-7.42%
583	Diamonds/Precious Stones	97,571	0.02%	98,481	0.02%	-0.92%
280	Fashion Accessories	465,562	0.08%	512,654	0.09%	-9.19%
449	Girls Furnishings and Accessories (N/A)*	4,643	0.00%	286,592	0.05%	-98.38%
582	Gold	9,110	0.00%	14,377	0.00%	-36.63%
271	Handbags/Leather	6,116,080	1.07%	6,825,010	1.17%	-10.39%
79	Infant Apparel (Boy) (N/A)*	5,340	0.00%	320,290	0.05%	-98.33%
416	Infant Apparel (Girls) (N/A)*	7,219	0.00%	352,389	0.06%	-97.95%
587	Jewelry Consignment	109,784	0.02%	125,175	0.02%	-12.30%
586	Jewelry (Costume)	1,582,440	0.28%	1,809,231	0.31%	-12.54%
173	Junior Bottoms	458,175	0.08%	461,377	0.08%	-0.69%
183	Junior Coordinators	1,210,504	0.21%	1,383,177	0.24%	-12.48%
163	Junior Tops	802,547	0.14%	730,101	0.13%	9.92%
480	Kids' Footwear	1,741,247	0.30%	1,850,900	0.32%	-5.92%
193	Ladies Activewear	1,862,680	0.29%	1,707,404	0.29%	9.09%
295	Ladies Athletic Shoes	2,128,038	0.36%	2,075,422	0.36%	2.54%
291	Ladies (Dresses/Casual)	4,821,311	0.84%	4,511,978	0.77%	6.86%
178	Ladies Denim	1,117,962	0.20%	1,127,558	0.19%	-0.85%

COMMERCIAL MILITARY						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
518	Field Gear Individual Equipment	\$6,515,213	1.14%	\$7,385,085	1.27%	-11.78%
515	Footwear	11,923,606	2.09%	10,421,691	1.79%	14.41%
516	Furnishings and Accessories	11,670,036	2.04%	12,324,999	2.11%	-5.31%
519	Insignia	6,874,878	1.20%	7,944,122	1.36%	-13.46%
513	Military Logo Children's Softlines	695,855	0.12%	755,689	0.13%	-7.92%
510	Military Logo Hardlines	6,421,104	1.12%	6,295,861	1.08%	2.15%
511	Military Logo Men's Softlines	4,339,305	0.76%	4,168,167	0.71%	4.11%
512	Military Logo Women's Softlines	1,266,347	0.22%	1,287,131	0.22%	-1.61%

SOFTLINES						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
131	Ladies Dresses	233,744	0.04%	298,362	0.05%	-21.66%
261	Ladies Hosiery	536,387	0.09%	524,085	0.09%	2.35%
110	Ladies Outerwear	889,957	0.16%	900,712	0.15%	-1.19%
192	Ladies Swimwear	266,141	0.05%	273,804	0.05%	-2.80%
161	Macy's Brands	2,001,961	0.35%	2,281,965	0.39%	-12.27%
150	Maternity Apparel	49,746	0.01%	52,409	0.01%	-5.08%
359	Men's Accessories	1,457,081	0.26%	1,579,756	0.27%	-7.77%
380	Men's Activewear	4,008,329	0.70%	4,084,334	0.70%	-1.86%
395	Men's Athletic Shoes	6,699,497	1.17%	6,696,148	1.15%	0.05%
340	Men's Bottoms	540,296	0.09%	515,891	0.09%	4.73%
368	Men's Collections	3,164,477	0.55%	3,404,914	0.58%	-7.06%
343	Men's Denim Jeans	1,149,239	0.20%	1,149,818	0.20%	-0.05%
391	Men's Dress/Casual Shoes	3,806,216	0.67%	3,850,532	0.66%	-1.15%
358	Men's Dress Shirts	629,673	0.11%	692,611	0.12%	-9.09%
360	Men's Furnishings	3,546,626	0.67%	3,924,095	0.67%	-9.62%
355	Men's Tops	716,415	0.13%	730,579	0.13%	-1.94%
310	Men's Outerwear	850,305	0.15%	855,302	0.15%	-0.58%
357	Men's Sweaters	0	0.00%	11,745	0.00%	-100.00%
382	Men's Swimwear	67,254	0.01%	60,431	0.01%	11.29%
320	Men's Tailored Clothing	972,627	0.17%	959,342	0.16%	1.38%
353	Men's Outdoor Collections	2,068,185	0.36%	1,795,640	0.31%	15.18%
171	Misses Bottoms	231,493	0.04%	289,086	0.05%	-19.92%
181	Misses Coordinators	2,190,163	0.38%	1,968,483	0.34%	11.26%
188	Tops	538,320	0.09%	611,724	0.10%	-12.00%
415	Newborn Apparel (N/A)*	6,324	0.00%	395,374	0.07%	-98.40%
588	Pandora	661,329	0.12%	1,015,168	0.17%	-34.86%
187	Petite Coordinators	217,728	0.04%	250,464	0.04%	-13.07%
240	Sleepwear/Loungewear	693,787	0.12%	689,199	0.12%	0.67%
345	Surf	3,426,100	0.50%	3,318,970	0.57%	3.23%
589	Sunglasses and Accessories	3,853,101	0.67%	4,214,887	0.72%	-8.58%
426	Toddler Apparel (Boys) (N/A)*	5,156	0.00%	284,326	0.05%	-98.19%
421	Toddler Apparel (Girls) (N/A)*	7,093	0.00%	350,081	0.06%	-97.97%
585	Watches	4,002,995	0.70%	4,249,213	0.73%	-5.79%
185	Women's Coordinators	155,590	0.03%	172,491	0.03%	-9.80%
346	Young Men's Bottoms	515,703	0.09%	398,641	0.07%	29.37%
369	Young Men's Collections	1,767,723	0.31%	1,711,745	0.29%	3.27%
354	Young Men's Sport Shirts	753,355	0.13%	117,872	0.02%	539.13%
SUBTOTAL		\$83,953,846	14.69%	\$85,812,843	14.71%	-0.02%

COMMERCIAL MILITARY						
No.	Category	FY18 Sales	% of Total 18	FY17 Sales	% of Total 17	% Change 17-18
499	Name Drop	3,144,144	0.55%	3,368,809	0.58%	-6.67%
520	Navy Uniforms	1,258,457	0.22%	1,184,578	0.20%	6.24%
517	PT Uniform Clothing	7,881,320	1.38%	8,380,481	1.44%	-5.96%
799	Team Logo	49,987	0.01%	121,891	0.02%	-58.99%
514	Uniform Clothing	2,586,643	0.45%	2,984,426	0.51%	-13.33%
996	Com. Military Uniform	2,502	0.00%	131,814	0.02%	-98.10%
SUBTOTAL		\$64,629,397	11.31%	\$66,754,746	11.45%	-3.18%
GRAND TOTAL		\$571,396,718	100.00%	\$583,258,632	100.00%	-2.03%

* Categories shown as "N/A" have been reclassified into other existing categories due to business changes and improved category management. MCX no longer uses these N/A categories.
** Department names changed from prior editions of this chart: Baby Essentials was Layette; Big Girls was Girls 4-6X Clothing; Baby Girl was Girls 7-16 Clothing; Big Boys was Boys 4-7 Clothing; Baby Boy was Boys 8-20 Clothing. Source: MCX